

TOP 10 DECISIONS, CONTINUED

Decisions 06–10. Same test throughout: how often, what delay costs, what a wrong call costs.

06

FINANCE OPS

Delinquency escalation and workout

Monthly cohorts · slow escalation = avoidable write-offs

▲ Risk

07

LEASING

Vacancy repositioning timing

Per asset · every dark month is pure carry cost

● Decision Velocity

08

PORTFOLIO

Energy and utilization optimization

Continuous · cash trapped in usage nobody watches

■ Profit

09

RISK & LEGAL

Insurance claims and incident documentation

Per event · gaps surface at renewal as premium

▲ Risk

10

DEVELOPMENT

Tenant improvement allowance approval

Per deal · slow TI approvals stall signed revenue

■ Profit

Ten decisions, one company. Yours will look different – the method won't.